

**AGREEMENT #16250
ADVOCACY / LEGISLATIVE CONSULTING
SERVICES FOR LAKE COUNTY**

This AGREEMENT is entered into by and between Lake County and McGuireWoods Consulting LLC, 77 West Wacker Dr., Suite 4400, Chicago, IL 60601, (hereafter "Contractor").

RECITALS

WHEREAS, Lake County is seeking a Contractor to provide Advocacy / Legislative Consulting Services; and

WHEREAS, the Contractor has the ability to provide these services as defined in the Agreement Documents; and

NOW, THEREFORE, Lake County and the Contractor AGREE AS FOLLOWS:

SECTION 1. AGREEMENT DOCUMENTS

The Agreement Documents that constitute the entire agreement between Lake County and the Contractor are in order of precedence:

- A. This Agreement and all exhibits thereto; and,
- B. Contractor's statement of work dated November 3, 2016 and all exhibits thereto identified within as Exhibit A.

SECTION 2. SCOPE OF WORK

The contractor shall serve the Lake County Board by providing lobbying service to the state government, and other organizations, as necessary, to pursue the Lake County Board's objectives as outlined in the County's Legislative Programs.

The selected Contractor will perform the scope of work as part of this solicitation; as listed below

- 1) Implement the annual Legislative Program for the County.
- 2) Provide frequent verbal and written reports to County, as needed and requested, on the progress of the agenda and identify any issues to address.
- 3) Draft legislation, as needed and requested by the County, to be submitted to the Legislative Reference Bureau.
- 4) Maintain and expand relationships with key staff and legislators representing all county Districts.
- 5) Review and monitor legislation before the Illinois General Assembly.
- 6) Provide written reports of all legislative activity pertinent to County government.
- 7) Represent the County at hearings and testimonies in the State legislature as needed.
- 8) Offer support and consultation in development of Legislative Program, and legislative analysis.
- 9) Facilitate communication between Lake County, legislators and legislative staff.
- 10) Develop County specific legislation and building appropriate coalitions for such legislation to be successfully carried through the legislative process.

- 11) Be proactive in identifying, analyzing and informing the County about potential impacts of the State budget and advocating accordingly.
- 12) Be proactive in identifying, analyzing and informing the County about the potential impacts of any pending legislation and policies and advocating accordingly.
- 13) Inform and educate legislative leaders, lawmakers and Governor's staff as to Lake County Board positions and priorities for the County. Work to stop legislation that negatively impacts the County by creating unfunded mandates, reduce existing authority of county government, and may erode existing county revenue base.
- 14) Attend all necessary meetings with staff and legislators as needed.

Project Status Meetings

Personnel from the Contractor and Lake County will, as scheduled at a mutually agreed upon frequency, meet to discuss the scope of this project and the progress made by the Contractor in the performance of their obligations hereunder. When ad hoc meetings need to occur, Contractor and Lake County will make every effort to accommodate same.

SECTION 3. DURATION

The original term of this contract was for a two year (2) period from December 1, 2016 to November 30, 2018. This contract renewal shall be in effect for a one year (1) period from December 1, 2018 to November 30, 2019. At the end of the contract term, Lake County reserves the right to renew this contract for two (2) additional one (1) year periods, subject to acceptable performance by the Contractor. At the end of any contract term, Lake County reserves the right to extend this contract for a period of sixty (60) days for the purpose of getting a new contract in place. For any year beyond the initial year, this contract is contingent on the appropriation of sufficient funds; no charges shall be assessed for failure of the County to appropriate funds in future contract years.

SECTION 4. PAYMENTS

Payment shall be made in accordance with the Local Government Prompt Payment Act.

SECTION 5. AGREEMENT PRICE

Lake County will pay Contractor an annual amount not to exceed of \$49,800 inclusive of travel and expenses. The annual retainer would be paid in 12 equal monthly amounts of \$4,150 for the period December 1st to November 30th.

Rate Adjustments:

Prices shall remain firm/fixed for the first (2) two year period (December 1, 2016 to November 30, 2018). Requests for price increases after the second year shall be submitted sixty (60) days prior to the end of the contract term. Indices to be used to support rate adjustment requests shall include the U.S. Department of Labor Employment Cost Index for State and Local Government Workers. Any and all requests must be based upon and include documentation of the actual change in cost of the components involved in the contract and shall not include overhead or profit. The County reserves the right to reject or accept any request for a price increase.

SECTION 6. MOST FAVORED CUSTOMER

The contractor shall give preference to Lake County regarding representation on priority issues. (i.e. the contractor shall not represent client(s) who oppose Lake County's position on a specific issue).

SECTION 7. KEY PERSONNEL

Key personnel identified for this Agreement:

Primary Contact:

Kent Gaffney

Secondary Contact:

John F. Dunn

Contractor shall not replace the Key Personnel Primary Contact without the County's prior written consent. In the event that the Key Personnel Primary Contact is reassigned, becomes incapacitated, or ceases to be employed by Contractor and therefore becomes unable to perform the functions or responsibilities assigned to him, Contractor shall (i) within ten (10) business days, temporarily replace such person with another person properly qualified to perform the functions of such replaced person and (ii) within thirty (30) calendar days, permanently replace such replaced person with another person qualified to perform the functions of such replaced person as approved by Lake County. Lake County reserves the right with advance notice, and Contractor having the opportunity to remedy, to request the dismissal and removal of Contractor staff from the project for reasonable cause. Any decision to substitute or replace Contractors sub-contractor for the implementation of proposed solution will need a prior written consent from the County. Contractor is obligated to replace key personnel with another person properly qualified to perform the functions of this project. Should such personnel changes occur during the course of the initiative, the contractor should be obligated to handle it in a manner that does not negatively impact the engagement (e.g., timeline, deliverables, etc.).

SECTION 8. JURISDICTION, VENUE, CHOICE OF LAW:

This Agreement shall be governed by and construed according to the laws of the State of Illinois. Jurisdiction and venue shall be exclusively found in the 19th Judicial Circuit Court, State of Illinois.

SECTION 9. TERMINATION

Lake County reserves the right to terminate this Agreement, or any part, with thirty (30) days written notice. The Contractor shall be paid for work performed in the event of cancellation for the convenience of the County.

SECTION 10. INDEPENDENT CONTRACTOR

The Contractor is an independent contractor and no employee or agent of the Contractor shall be deemed for any reason to be an employee or agent of Lake County.

SECTION 11. ASSIGNMENT

Neither the Contractor nor Lake County shall assign any duties of performance under this Agreement without the express prior written consent of the other.

SECTION 12. MODIFICATION

This Agreement may be amended or supplemented only by an instrument in writing executed by the party against whom enforcement is sought.

SECTION 13. DISPUTE RESOLUTION

All issues, claims, or disputes arising out of this Agreement shall be resolved in accordance with the Appeals and Remedies Provisions in Article 8 of the Lake County Purchasing Ordinance.

SECTION 14. NO IMPLIED WAIVERS

The failure of either party at any time to require performance by the other party of any provision of this Agreement shall not affect in any way the full right to require such performance at any time thereafter. Nor shall the waiver by either party of a breach of any provision of this Agreement be taken or held to be a waiver of the provision itself.

SECTION 15. SEVERABILITY

If any part of this Agreement shall be held to be invalid for any reason, the remainder of this Agreement shall be valid to the fullest extent permitted by law.

SECTION 16. TAXES

Lake County is not subject to Federal Excise Tax. Per Illinois Compiled Statutes, 35 ILCS 120/2-5, Lake County is exempt from state and local taxes.

SECTION 17. DELIVERABLES

Provide frequent verbal and written reports to Lake County, as needed and requested, on the progress of the agenda identifying any issues to address. Draft legislation, as needed and requested by Lake County, to be submitted to the Legislative Reference Bureau.

SECTION 18. INSURANCE

The Consultant must obtain, for the Contract term and any extension of it, insurance issued by a company or companies qualified to do business in the State of Illinois with an A.M. Best Rating of at least A-and provide the County with a Certificate of Insurance 15 days before the start of the project, and thereafter annually for contracts/ projects that will last more than one year. Insurance in the following types and amounts is necessary and/or where applicable:

Commercial General Liability Insurance

In a broad form on an occurrence basis shall be maintained, to include, but not be limited to, coverage for property damage, bodily injury (including death), personal injury and advertising injury in the following coverage forms where exposure exists:

- Premises and Operations
- Independent Contractors
- Products/Completed Operations
- Liability assumed under an Insured Contract/ Contractual Liability
- Personal Injury and Advertising Injury

With limits of liability not less than:

\$ 1,000,000 Each Occurrence

\$ 1,000,000 Products-Completed Operations

\$ 1,000,000 Personal and Advertising injury limit

\$ 2,000,000 General aggregate; the CGL policy shall be endorsed to provide that the General Aggregate limit applies separately to each of the contractor's projects away from premises owned or rented to contractor.

Automobile Liability Insurance (if applicable)

Automobile liability insurance shall be maintained to respond to claims for damages because of bodily injury, death of a person, or property damage arising out of ownership, maintenance, or use of a motor vehicle. This policy shall be written to cover any auto whether owned, leased, hired, or borrowed.

The Contractor's auto liability insurance, as required above, shall be written with limits of insurance not less than the following:

\$ 1,000,000 Combined single Limit (Each Accident)

Excess/ Umbrella Liability (if applicable)

The Contractor's Excess/ Umbrella liability insurance shall be written with the umbrella follow form and outline the underlying coverage, limits of insurance will be based on size of project:

\$ 2,000,000 per occurrence limit (*minimum, and may be higher depending on the project*)

Workers Compensation (Coverage A) and Employers Liability (Coverage B)

Workers Compensation Insurance covering all liability of the Contractor arising under the Worker's Compensation Act and Worker's Occupational Disease Act at limits in accordance with the laws of the State of Illinois. Employers' Liability Insurance shall be maintained to respond to claims for damages because of bodily injury, occupational sickness, or disease or death of the Contractor's employees, with limits listed below:

Employers Liability

- a) Each Accident \$1,000,000
- b) Disease-Policy Limit \$1,000,000
- c) Disease-Each Employee \$1,000,000

Such Insurance shall contain a waiver of subrogation in favor of Lake County.

Professional Liability – Errors and Omissions (if applicable)

The Engineers/Architects/Consultants for the plans of the project shall be written with limits of insurance not less than the following:

\$ 1,000,000 per claim per policy year

Coverage shall be provided for up to three (3) years after project completion. Policy is to be on a primary basis if other professional liability is carried.

Professional Liability – Cyber Liability (if applicable)

Cyber Liability Insurance for property damage to electronic information and/or data; first and third party risks associated with e-business, internet, etc., with limits of insurance not less than the following:

\$ 1,000,000 per occurrence limit

Liability Insurance Conditions

Contractor agrees that with respect to the above required insurance:

- a) The CGL policy shall be endorsed for the general aggregate to apply on a "per Project" basis;
- b) The Contractor's insurance shall be primary & non-contributory over Lake County's insurance in the event of a claim.

- c) Contractor agrees that with respect to the above required insurance, Lake County shall be named as additional insured, including its agents, officers, and employees and volunteers and be provided with thirty (30) days' notice, in writing by endorsement, of cancellation or material change. A blanket additional insured ISO endorsement is preferred for Contractors who have multiple projects with the County.
- d) Lake County shall be provided with Certificates of Insurance and the appropriate corresponding ISO form endorsements evidencing the above required insurance, prior to commencement of this Contract and thereafter with certificates evidencing renewals or replacements of said policies of insurance at least thirty (30) days prior to the expiration of cancellation of any such policies. No manuscript endorsements will be accepted. Any hard copies of said Notices and Certificates of Insurance and Endorsements shall be provided to:

**Lake County
Purchasing Division
18 N. County 9th Floor
Waukegan, Illinois 60085
Attn: RuthAnne Hall, Lake County Purchasing Agent**

- e) **Electronic copies of Notices, Certificates of Insurance and Endorsements can be emailed to Purchasing@lakecountyil.gov in place of hard copies.**

Failure to Comply: In the event the Contractor fails to obtain or maintain any insurance coverage required under this agreement, Lake County may purchase such insurance coverage and charge the expense to the Contractor.

SECTION 19. INDEMNIFICATION

The Contractor agrees to protect, defend, indemnify and hold Lake County, its officers, officials, agents, and employees, (hereafter 'the Indemnified Parties'), free and harmless from and against any and all claims, damages, demands, injury or death, in consequence of granting the Agreement or arising out of or being in any way connected with the Contractor's performance or lack thereof under the Agreement except for matters shown by final judgment to have been solely caused by or attributable to the gross negligence or intentional wrongful act of the Indemnified Parties. The indemnification provided herein shall be effective to the maximum extent permitted by applicable law. This indemnity extends to all legal costs including without limitation; attorney's fees, costs, liens, judgments, settlements, penalties, professional fees or other expenses incurred by the Lake County. This indemnification is not limited by any amount of insurance required under the Agreement and shall cover the cost of defense of any claim of liability within the scope of the indemnity whether or not such claim is meritorious. The Contractor shall be solely responsible for the defense of any and all claims, demands or suits against the Indemnified Parties including without limitation, claims by employees, subcontractors, agents, or servants of the Contractor provided that Lake County shall have the right to designate separate counsel to defend Lake County in which event the fees and expenses of such counsel shall be paid by the Contractor.

The Contractor shall promptly provide, or cause to be provided, to Lake County and Lake County

counsel copies of any such notices as they may receive of any claims, actions or suits as may be given or filed in connection with the Contractor's or any subcontractor's performance of the Agreement and for which the Indemnified Parties may claim indemnification hereunder and give the Indemnified Parties authority, information, and/or assistance for the defense of any claim or action.

SECTION 20. WORK PRODUCT

All work product prepared by Consultant pursuant to this Agreement, including, but not limited to, policies, reports, analysis, plans, designs, calculations, work drawings, studies, photographs, models, and recommendations shall be the property of Lake County. Consultant shall deliver the work product to Lake County upon completion of Consultant's work, or termination of the Agreement, whichever comes first. Consultant may retain copies of such work product for its records; however, Consultant may not use, print, share, disseminate, or publish any work product related to this Agreement without the consent of Lake County.

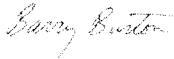
SECTION 21. NEWS RELEASES

Consultant may not issue any news releases regarding this Agreement without prior approval from Lake County.

IN WITNESS HEREOF, the undersigned have caused this Agreement to be executed in their respective names on the dates hereinafter enumerated.

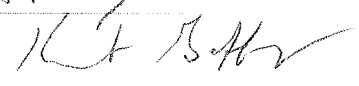
Lake County:

McGuireWoods Consulting LLC:



Barry A. Burton
County Administrator
Lake County



Print Name: 

Date 8-22-18

Date 9/26/18

McGUIREWOODS
CONSULTING
Public Affairs Solutions

**State Level Advocacy/Legislative Consulting
Services**

PRESENTED TO:

Lake County Board
18 N. County Street
Waukegan, IL 60085

PRESENTED BY:

John F. Dunn
Senior Vice-President and Director
McGuireWoods Consulting LLC
77 West Wacker Dr.
Suite 4400
Chicago, IL 60601
312.849.8118
cell: 312.296.0914
jfdunn@mwllc.com

November 3, 2016

www.mcguirewoodsconsulting.com

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EXECUTIVE SUMMARY

McGuireWoods Consulting (“MWC”) is pleased to present its credentials and expertise to the Lake County Board (“the Board”). The intent of our proposal is to demonstrate our understanding of your requirements and to showcase how McGuireWoods Consulting is uniquely qualified to serve the Lake County Board. In summary:

- The lead lobbyist would be Kent Gaffney. Kent served as a member of the General Assembly representing Lake County. He was also the House Republican Budget Director for over a decade. Kent’s knowledge of the budget process and budget issues would be invaluable to the Lake County Board.
- MWC has extensive experience working with units of local government. We have worked on a variety of Springfield issues for a wide range of local government clients ranging from the Metropolitan Mayors Caucus to DuPage County to the City of Rockford.
- MWC is the largest government affairs firm in Illinois. With seven lobbyists, a research assistant and offices in Chicago and Springfield, MWC has the resources to properly serve the Lake County Board.
- MWC is a bipartisan firm. We cover legislative leaders, all four caucuses and the Governor’s Office.

At MWC, we understand navigating the legislative and regulatory process for one of the state’s largest counties requires unique talents that our diverse and experienced team of consultants has. The MWC team works in close partnership with our clients, providing proactive strategies to achieve public affairs objectives and increase federal- and state-level bipartisan influence, contacts, and expertise. With an equivalent population of over 700,000 residents under its care, the Lake County Board needs a consulting firm that can garner increased support and cooperation from state departments and legislators. A partnership with MWC will facilitate its public policy agenda, whether its goals are legislative, budgetary, or regulatory.

COMPANY BACKGROUND

McGuireWoods Consulting began operating in Illinois in 2005 and has grown to be the largest government affairs firm in the state. We currently employ 7 lobbyists and 1 research assistant. Our offices are in Chicago and Springfield, making it easy to travel across the state, hold meetings with legislators, and expeditiously attend meetings at our clients' offices.

During the last 11 years, MWC Illinois has represented over a hundred different clients while simultaneously servicing 40-55 clients at any given time. MWC currently represents a number of municipal clients; among them are the Illinois Housing Development Authority, Metra, the City of Rockford, the Rockford Park District, the Metropolitan Mayors Caucus, DuPage County and the DuPage County Public Health Department. Our vast experience working with this type of client has taught us that transparency, openness, and discipline are the most valuable attributes that we can bring to our work. Indeed, it is these three things that have most contributed to our reputation in Illinois as a cost-effective consulting firm that delivers results for our municipal clients while recognizing the heightened scrutiny that accompanies taxpayers' dollars. Year round, our team can provide the Lake County Board access to decision makers that can help shape policy on the state level that is in line with your needs and interests, ranging from education reform to appropriations. We constantly work on behalf of our clients to develop relationships with legislators that allow us to come to them during a legislative session with the issues that matter most to you.

MWC also services a myriad of private entities. We either represent, or have represented, the following: multiple energy and alternative energy concerns; health insurance and healthcare providers; groups seeking tax credits, grants and state appropriations; a variety of vendors seeking to provide services to the State of Illinois, the City of Chicago and Cook County; gaming clients; institutions of higher education; telecommunications providers; and financial institutions. A full client list is attached.

MWC has put together a team of professionals with very diverse and exhaustive experience in public policy analysis from both the legislative and executive branches. MWC's professionals have advised decision makers at the highest levels of Illinois government and possess an unrivaled network of contacts.

Kent Gaffney served as the House Republican Budget Director for over a decade. Kent was also a member of the Illinois House of Representatives from the 52nd district. He continues to maintain excellent relationships with House members, including House Republican Leader Jim Durkin and legislative staff members.

John Dunn began as AT&T's Midwest Legislative Attorney and later worked for the City of Chicago as head of their state legislative team. He oversaw a team of three employees and two contract lobbyists who handled all state legislative matters for the City of Chicago. John also had regular, direct contact with state legislative leaders and the governor's office. As a result of that experience, he is an expert on the state legislative process and is well versed in a myriad of state legislative topics, including the budget and appropriations. While at the City of Chicago, John was also Mayor Daley's liaison to all elected officials and agencies in the Chicago area. He worked with all City of Chicago departments, including Chicago Department of Transportation,

Aviation Department, Water Department, and Environment Department. He also worked with sister agencies such as the Chicago Transit Authority, Chicago Housing Agency, Chicago Public Schools, City Colleges, and Chicago Park District.

Tom Londrigan served as legal counsel to the Office of the Governor as well as the Illinois Senate Judiciary Committee working for then-Senator, now Senate President, John Cullerton. As part of the Senate legal team, Tom reviewed and analyzed all legislation that reached the Senate floor. As the Legislative Counsel for the Office of the Governor, Tom was responsible for interacting with the legislature, drafting all veto and amendatory veto messages, and composing legal analyses for all bills that passed the General Assembly. Tom worked with the legislative staff and the agency legislative liaisons on a daily basis in this capacity.

Michael Cassidy was a senior member of House Speaker Michael J. Madigan's legislative team for seven years. Michael was responsible for interpreting and analyzing legislation for the House Democratic caucus and assisting in negotiations on legislative priorities for the Speaker. Also in that capacity, Michael was tasked with staffing many important House committees, preparing member talking points on complex legislation, working on budgetary items, and coordinating media relations between the legislature, state agencies, and affected parties.

Darren Collier began his work in the public sector as an aide to Illinois Attorney General Jim Ryan, then moved to the Illinois Housing Development Authority (IHDA) as Deputy General Counsel. During his tenure at IHDA, Darren was responsible for the Agency's legislative agenda in both Springfield and Washington, D.C. As a result of this experience, he is well-versed in both state and federal lobbying. His work for IHDA also allowed him to foster bipartisan relationships with many members of the state legislature, which he maintains at present for a wide array of clients.

Lara Mbayed previously served as a legislative liaison at the Illinois Department of Natural Resources where she focused on advancing the Department's policy agenda through the Illinois General Assembly and the Joint Committee on Administrative Rules. Her previous experience includes working as a James H. Dunn Fellow in the Governor's Office of Legislative Affairs, which provided her with first-hand experience in the process of governance and an understanding of the mechanics of the Illinois General Assembly.

Patrick Carey is a vice president in the Illinois state government relations group. Prior to joining McGuireWoods Consulting, Patrick worked as a special assistant for Governmental and Legislative Affairs to Cook County Board President Toni Preckwinkle. In that position, he directed President Preckwinkle's legislative agenda before the Cook County Board of Commissioners. Patrick also previously served as an assistant to Chicago Mayor Richard M. Daley and held other roles with the City of Chicago.

McGuireWoods Consulting is a wholly owned subsidiary of McGuireWoods LLP, a large international law firm. Consequently, MWC has access over 1000 attorneys to advise us and our clients. Our affiliation with the McGuireWoods law firm also means that we pay particular attention to ethics rules and compliance.

GENERAL INFORMATION SHEET

AUTHORIZED NEGOTIATORS:

Name: Kent Gaffney **Phone #** 312.750.3586 **Email Address:** kgaffney@mwcllc.com

BUSINESS ORGANIZATION:

(check one only)

 Sole Proprietor: An individual whose signature is affixed to this proposal.

 X Partnership: State full names, titles, and addresses of all responsible principals and/or partners on attached sheet.

 Corporation: State of incorporation:

 Non-profit Corporation

 501c3--U.S. Internal Revenue Code

By signing this proposal document, the proposer hereby certifies that it is not barred from responding on this contract as a result of a violation of either Section 33E-3 or 33E-4 of the Illinois Criminal Code of 1961, as amended.

McGuire Woods Consulting
Business Name

Signature

John Dunn
Print or Type Name

Senior Vice President
Title

11/03/2016
Date

McGuireWoods Partners

Partners	Address
Becker, Scott	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Brooks, Edwin E.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Clark, Jeffrey C.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Cockrell, Geoffrey C.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Culbertson, Craig R.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Downing, Scott P.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Ensing, Donald A.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Glickson, Scott L.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Gold, Stephen	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Greenberg, Richard T.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Hartsell, David L.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Kannensohn, Kimberly J.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
King, Sally D.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601

Kromkowski, Mark A.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Long, William M.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Manning, Amy B.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Mason P.C., Richard J.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
McNab, S. Kay	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Milianti, Peter A.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Perzek, Philip J.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Phillips, Michael R.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Riley Jr., James B.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Roach, Derek A.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Russo, Angelo M.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Spitz, Joel H.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601
Stein, Marta A.	77 West Wacker Drive, Suite 4100, Chicago, IL 60601

SCOPE OF SERVICES

Our track record with local government bodies proves that we have the knowledge and relationships to achieve the legislative goals that will allow the Lake County Board to flourish in these trying economic and political times. MWC has relationships not just at the State Capitol, but across Illinois as well as Washington, DC, which we can use to build strategic partnerships for the Lake County Board. MWC looks forward to the opportunity to work with you and create strategic initiatives such as finding funds for capital projects and economic development.

Beyond basic public affairs and advisory services, MWC will structure a program to select targeted individuals and agencies in the state and arrange meetings and follow up communication to give them a working knowledge of:

1. The individual needs of the Lake County Board;
2. The economic impact proposals and legislation have on the region; and
3. The areas of state and federal regulation and activity that could potentially impact the Lake County Board.

MWC will seek to build a coalition of advocates in the General Assembly and the State of Illinois to help the Lake County Board achieve its objectives. To assist in this, our team will utilize their great working relationships with all four legislative leaders and their staff, as well as the Governor, Comptroller, and various agencies within the executive branch.

The MWC team is in the State Capitol in Springfield during all session days, monitors all bills that are filed, and follows all relevant committee/floor debates. MWC uses the collective experience of its consultants to review and analyze the public policy ramifications of legislation on MWC clients. The legislature is very fast-paced, especially during the last few weeks of the legislative session, and it is not unusual for significant legislative proposals to appear and quickly pass both chambers of the Illinois General Assembly in a matter of hours. Committee meetings and floor votes in the late evening hours are not unusual.

MWC remains in constant contact with its clients in an effort to immediately bring to their attention any legislation or policy changes that can affect their interests due to the fast-paced nature of the legislative process. In addition to the constant communication when the legislature is in session, MWC sends weekly updates to each client notifying them of current developments in the Illinois General Assembly that may have a negative or positive affect on their interests. An example report is attached.

During periods when the legislature is not in session, we expect to focus on building relationships with legislators who sit on key committees that may affect the Board's interests. MWC will also schedule meetings with these legislators and attend relevant events to foster the relationship between them and the Board.

The Lake County Board can expect MWC to attend legislative committee hearings, administrative hearings, and other relevant state government proceedings. Additionally, MWC will communicate with members of the General Assembly in order to pass legislation supported by the Board and defeat legislation which is not supported, as contained in the State and Federal

Legislative Program. Finally, MWC will work with other local government entities when the need arises to advocate the Board's agenda through cooperation and coalition building.

MWC will also provide timely status reports of matters assigned and communication according to a mutually agreed upon format and frequency so that the Board is fully informed on legislative initiatives and issues of interest.

Identified Tasks:

1. Knowledge of lawmaking/appropriations process and political landscape

Working in various capacities, MWC professionals have analyzed and reviewed legislation and made policy recommendations to decision makers on matters affecting the entire state. We bring significant experience in the area of legislative process. Kent Gaffney, Tom Londrigan, Michael Cassidy have worked for the legislature and have advised legislators at the highest levels. Darren Collier, John Dunn and Lara Mbayed have had positions in government that required frequent involvement in the legislative process, such as performing bill tracking and monitoring, offering written and oral testimony to legislative committees, and conducting roll calls.

MWC uses the collective experience of its consultants to review and analyze the public policy ramifications of legislation on MWC clients. All of MWC's professionals have worked in state or local government, and, as a large, bipartisan firm we have relationships with and cover all legislative leaders, all four caucuses and the Governor's Office. More importantly, however, our professionals have held positions requiring them to provide advice and counsel on various public policy concerns to high ranking elected officials, including the Illinois Governor, Attorney General, Speaker of the Illinois House of Representatives, and President of the Illinois Senate, among others.

MWC represents over 50 clients and actively tracks over 10,000 bills, resolutions, and amendments to ensure that the interests of our clients are protected. When the legislature is in session, MWC sends weekly updates to each client notifying them of current developments in the Illinois General Assembly that may have a negative or positive effect on their interests.

Furthermore, MWC represents various clients who rely on government funding to assist them in providing services, including hospitals, municipal governments, renewable energy providers, mass transit providers and a park district. Despite the difficult financial condition of the state of Illinois, MWC has achieved many successes for its clients. Some examples include:

- \$12,000,000 in combined capital money and Medicaid payments for a hospital client.
- \$8,000,000 for redevelopment efforts for a municipal client.
- \$4,832,737 in grant funding for a municipal client for flood mitigation.
- \$4,216,907 for a municipal client's bridge project.
- \$4,000,000 for preliminary development of an Amtrak Station in a municipality.

2. Adequate resource (depth of a firm) – possess the required technical expertise with regard to the drafting of legislation

Nearly half of MWC's lobbyists are attorneys, adding substantial value to the service we can bring. John Dunn, Darren Collier and Thomas Londrigan are all licensed attorneys in Illinois and

possess significant legal experience in the drafting and review of many types of legislation, including bills affecting municipalities. Additionally, MWC has the ability to tap the vast substantive knowledge and abilities of our McGuireWoods lawyers. This makes for a powerful combination that few firms can match. With the law firm, McGuireWoods Consulting uses client-focused teams to serve public, private, government and nonprofit clients.

3. Proven track record of working (in a bipartisan manner) with leadership and key lawmakers in Springfield

The firm is able and willing to provide the services stipulated in the scope of work, as is evidenced by our experience and reputation. MWC has a proven track record of performance on behalf of its clients. Despite the challenging financial condition of the state of Illinois, MWC has achieved many successes in the last few years, including:

- obtained unanimous support in the Illinois Senate and House of Representatives for a tax credit to encourage restoration and preservation of historic structures in a specific municipality,
- changed an unsound tax policy, thereby reducing a client's tax liability by more than \$80 million annually,
- assisted a client in becoming a private manager for the Illinois Lottery as well as assisting the same client in being awarded a contract to operate the Illinois Video Gaming Central Control System,
- passed a tax incentive that encourages businesses to locate or expand operations in Illinois,
- persuaded legislators to amend a bill and give a client a license to operate an internet casino,
- passed legislation establishing criteria for property and sales tax exemptions for non-profit hospitals in an effort to bring clarity to an issue that was ambiguous, and
- persuaded legislators to ban the sale of flavored tobacco wraps that were being marketed to children.

These successes are due to the fact that the consultants at MWC have been trusted advisors to key legislators and constitutional officers under many administrations and have a vast network of bipartisan relationships in the executive and legislative branches. While relationships are undoubtedly important, the consultants at MWC also possess institutional knowledge and an understanding of the political realities that are at play in Illinois.

CLIENT REFERENCES

Agency Name: Dynegy, Inc.

Address: 230 Broadway St Suite 150, Springfield, Illinois 62701

Telephone Number: (217) 753-8907

E-Mail: Jeff.Ferry@dynegy.com

Contact Person: Jeff Ferry, Senior Director of Government Affairs

Dates of Service: January 2015-present

of Employees: 1,262 (nationally)

Agency Name: ACT, Inc

Address: One Dupont Circle NW, Suite 220 Washington, DC 20036

Telephone Number: (678) 294-1919

E-Mail: Chris.Kratzer@act.org

Contact Person: Chris Kratzer, Senior Director of Government Relations

Dates of Service: February 2013-present

of Employees: over 1,500 (nationally)

Agency Name: Metropolitan Mayors Caucus

Address: 233 South Wacker Drive, Suite 800 Chicago, IL 60606

Telephone Number: (312) 201-4505

E-Mail: dbennett@mayorscaucus.org

Contact Person: David Bennett, Executive Director

Dates of Service: February 2015-present

of Employees: 4 employees; 272 municipalities are members of the caucus

PROPOSAL PRICE SHEET

The proposer will consider all costs (labor, overhead, administration, profit, travel, etc.) associated with providing the services listed in this proposal. (Please attach additional sheets if necessary). The following information shall be submitted with the proposal:

Advocate/Lobbyist for Lake County- Compensation shall be paid on a per month basis and not to exceed annual amount.	Monthly \$ <u>\$4,150</u>	Total Annual \$ <u>\$49,800</u>
Hourly Rate – For additional services not defined in the scope and mutually considered out of scope.	\$ Rate per hour <u>\$450</u>	

VALUE ADDED SERVICES

N/A

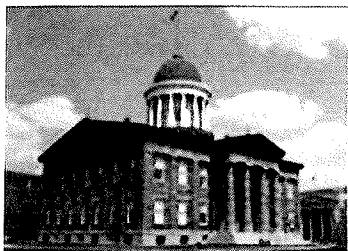
CLIENT LIST*

ACT, Inc.
ActivStyle
Apple Inc.
Beacon Health Options, Inc.
Brokers Risk Placement Service, Inc.
CIOX Health, LLC
City of Rockford
CME Group, Inc.
DuPage County
Diageo
DuPage County Health Department
Dynegy Inc.
Entertainment Software Association
Franciscan St. James Health
Genomind, Inc.
Gift of Hope Organ & Tissue Donor Network
Grocery Manufacturers Association
Groupon, Inc.
Harris & Harris
Hudson Group
Illinois Health & Hospital Association
Illinois Housing Development Authority
Illinois Railroad Association
International Interior Design Association
Intuit
Liberty Dental Plan Corporation
Luxe Valet
Lyft, Inc.
Medical Transportation Management, Inc.
Metra
Metropolitan Mayors Caucus
TVG Network
Peoples Gas
PNC Bank
Rockford Board of Elections
Rockford Mass Transit District
Rockford Park District
Rockford School District 205
Roosevelt University
Rx Development
Scientific Games International
Small Business Finance Association
Smithfield Foods, Inc.
SSP America

TriNet
U.S Justice Action Network

*public sector clients are in bold

SAMPLE LEGISLATIVE REPORT



Solving Challenges Others Cannot

McGUIREWOODS
CONSULTING
Public Affairs Solutions

Illinois Legislative Update

Monday was Labor Day, the "traditional start of the fall campaign season," which gave those in the political realm a chance to reflect on this particularly expensive and contentious election in the Illinois. Citizens for Rauner has thus far doled out \$16 million in campaign cash, allowing Republican candidates to buy expensive August ad time and put massive amounts of cash into their campaigns early. Despite being entrenched in the 2016 campaign cycle, speculation has started for the 2018 campaign cycle, with U.S. Rep. Cheri Bustos being discussed as a potential 2018 gubernatorial challenger to incumbent Governor Rauner.

Universities around the state started the week by announcing declining enrollment numbers. NIU's total enrollment drop was pegged at 5.5% of their student body, with SIU down 7.6%, and WIU down 721 students, bringing WIU's overall enrollment down 6%. The Universities attributed their declining enrollment to the state's unstable financial condition.

Tuesday was the first day of the school year for Chicago Public Schools, and their school year is also starting off with controversy. The Chicago Teacher's Union wasted no time in holding their first meeting of the school year to start discussing a potential strike if they can't resolve their contract dispute with the school district. The Union decided Wednesday night on passing petitions at the end of September to decide whether to discuss a strike. A main point of contention is a proposed phasing out of the district's 7% pension contribution to members of the Union. CTU President Karen Lewis says the union won't accept cuts in pension contributions, but Chicago Public Schools CEO Forrest Claypool says the cuts are a financial necessity for the district.

Mayor Emanuel proposed a utility tax to help cover Chicago's contributions to one of its four main pension systems. The bill calls for a phase-in of tax increases on Chicago resident's water and sewer bills starting next year. Despite some Aldermen's concerns over imposing another tax on Chicagoans, the bill the City Council Finance Committee Thursday on a 26-6 vote and is scheduled to be heard by the Council as a whole next week. The proposed tax increase raised questions about other tax programs affecting Chicago residents, such as property tax breaks for seniors. Amidst increasing property tax bills and additional city taxes, this program, which allows many seniors to not pay property taxes on their homes, has come under increased scrutiny for shifting the tax burden to other residents.

Upcoming Important Dates

September 14, 2016 – Next City Council meeting
October 7, 2016 [Tentative] – Introduction of Cook County budget
October 26, 2016 [Tentative] – New Cook County taxes considered
November 8, 2016 – Election Day
November 14, 2016 [Tentative] – Final Vote on Cook County budget
November 15, 2016 – First Day of Veto Session

In the News

How the Money Moves – *Illinois Election Data*, September 7, 2016

Prior to Illinois contribution limits taking effect in January 2011 the four legislative leaders raised as much money as they could into their own personal committees and often a caucus or party committee and then each legislative candidate raised what they could in their own candidate committees and that's how you could track the legislative elections. But now with the contribution limit law in place the process is much more complicated.

Illinois pension crisis builds as market turmoil deals a setback – *Crain's Chicago Business*, September 7, 2016

Illinois's lackluster investment gains are making its most notorious problem—pension debt—even worse.

The state with the least-funded retirement system in the U.S. may see next year's contributions jump by nearly half a billion dollars after its largest pension, the Teachers' Retirement System, reduced the assumed rate of return on its portfolio. Because states count on such earnings to cover benefits checks, Moody's Investors Service said the change added \$7.4 billion to Illinois' debt to the fund, a tab that it will have to chip away at year by year.

Illinois pension funds more than \$100 billion in the hole – *News Tribune*, September 6, 2016

Got a spare \$8,600? That's how much you and every other man, woman and child in Illinois would have to pay to immediately to fully fund the state's pension system out of pocket. That's based on numbers from the Commission on Government Forecasting and Accountability.

Illinois public universities have fluctuating enrollment after difficult year – *Chicago Tribune*, September 8, 2016

The University of Illinois announced Thursday its largest freshman class in history, but regional public universities statewide are facing steep enrollment declines this fall, with freshman classes down as much as 25 percent from last year.

Rauner tours, touts two Northwest suburban businesses – *Daily Herald*, September 6, 2016

Gov. Bruce Rauner toured two Northwest suburban businesses Tuesday, touting both as prime examples of the role Illinois should be playing in the national and global economy. Rauner helped cut the ribbon on a new processing plant for Richelieu Foods, Inc. in Wheeling, and then admired the research and development in progress at Gas Technology Institute in Des Plaines, aimed at creating new sources of energy through a process called gasification.

Morning Spin: Team Rauner tries to rebrand November message – *Chicago Tribune*, September 9, 2016

Gov. Bruce Rauner's campaign team is seeking to re-label the partisan impasse that has stifled state government ahead of the Nov. 8 Illinois House and Senate races. "This November, it's not Republican v. Democrat -- it's reform v. status quo.

Mihalopoulos: Munger's 'new' Open Book website more of a sequel – *Sun-Times*, September 6, 2016

It's only natural for elected officials to trash predecessors of the rival political party and say they're doing things differently now. What's more unusual is to continue a policy started by a predecessor — but claim it as your own work, as Republican Illinois Comptroller Leslie Geissler Munger recently did.

Morning Spin: Emanuel's new water tax faces key City Council vote today – *Chicago Tribune*, September 8, 2016

Mayor Rahm Emanuel's new water and sewer tax for city worker pensions faces a key test vote on Thursday when the City Council Finance Committee takes up the plan. Aldermen were anticipating a close vote, with many concerned that the tax won't be enough over the long run to make sufficient contributions to the Municipal Employees' Annuity and Benefit Fund. The city does, after all, owe the retirement fund a whopping \$18.6 billion.

Bills currently monitored for _____

HB0113 ^h <u>Anthony DeLuca</u> (<u>Michael Connelly</u>)	FUNDING ANNOUNCEMENT BLACKOUT	10/10/2015 Senate Pursuant to Senate Rule 3-9(b) / Referred to Assignments
HB0124 <u>Mary E. Flowers</u>	MIN WAGE-\$15 PER HOUR	01/14/2015 House Referred to Rules Committee
HB0229 ^b <u>Jack D. Franks</u> (<u>Melinda Bush</u>)	COUNTIES-REDUCTION- EFFICIENCY	08/05/2016 House Public Act 99-0709
HB0262 <u>Joe Sosnowski</u>	ELEC CD-PRESIDENT	01/23/2015 House Referred to Rules Committee

HB0417 s	<u>Lawrence Walsh, Jr.</u> (Melinda Bush)	SPECIAL DIST-CONTRACT BIDDING	10/10/2015 Senate Pursuant to Senate Rule 3-9(b) / Referred to Assignments
HB0677	<u>John Bradley</u>	REVENUE-TECH	04/28/2016 House Rule 19(a) / Re-referred to Rules Committee
HB0693 h	<u>Michael J. Madigan</u>	REVENUE-TECH	07/01/2015 House Third Reading - Short Debate - Lost 043- 022-035
HB0695 h	<u>Jack D. Franks</u>	REVENUE-TECH	04/28/2016 House Rule 19(a) / Re-referred to Rules Committee
HB2401	<u>Laura Fine</u>	EPA-COAL TAR BAN	03/27/2015 House Rule 19(a) / Re-referred to Rules Committee
HB2687	<u>Peter Breen</u>	RECORDING AT OPEN MEETINGS	03/27/2015 House Rule 19(a) / Re-referred to Rules Committee
HB2717 h	<u>Jeanne M Ives</u> (Michael Connelly)	LOCAL GOVT-POST RECORDS	05/15/2015 Senate Rule 3-9(a) / Re-referred to Assignments
HB2807 h	<u>Christian L. Mitchell</u> (Michael Connelly)	SCH CD-MUSEUM PROFESSIONAL DEV	07/24/2015 House Public Act 99-0130
HB3457	<u>Charles Meier</u> (Andy Manar)	PARKS/REC-HANDICAP ACCESSIBLE	08/18/2015 House Public Act 99-0391
HB3554 b	<u>Will Guzzardi</u> (Don Harmon)	WORKERS 2 WEEK NOTICE OF SHIFT	08/12/2016 House Public Act 99-0762
HB3757	<u>Jaime M. Andrade, Jr.</u> (Pamela J. Althoff)	PEN CD-IMRF-RETURN TO WORK	09/09/2015 House Total Veto Stands - No Positive Action Taken
HB3882	<u>Donald L. Moffitt</u> (Emil Jones, III)	PARK DIST-PETITIONS	07/10/2015 House Public Act 99-0016
HB4047	<u>Natalie A. Manley</u>	CNTY CD-LOCAL GOV REDUCTION	04/16/2015 House Tabled
HB4379 h	<u>David McSweeney</u> (Thomas Cullerton)	LOCAL GOV-TRAVEL EXPENSES	07/22/2016 House Public Act 99-0604
HB4383	<u>Dwight Kay</u>	FOIA-PROCEDURAL REQUIREMENTS	01/14/2016 House Referred to Rules Committee
HB4504	<u>Grant Wehrli</u>	MIN WAGE-SUSPENSION W/O PAY	01/26/2016 House Referred to Rules Committee
HB4536 s	<u>Lawrence Walsh, Jr.</u> (Michael E. Hastings)	SPECIAL DIST-CONTRACT BIDDING	08/12/2016 House Public Act 99-0771
HB4592	<u>Linda Chapa LaVia</u>	SCH CD-NO PE WAIVERS	04/08/2016 House Rule 19(a) / Re-referred to Rules Committee
HB4630 s	<u>Jeanne M Ives</u> (Michael Connelly)	OPEN MEETING-CLOSED SESSION	06/30/2016 House Public Act 99-0515
HB4645 h	<u>Tim Butler</u> (William E. Brady)	CONSERV FOUND BD OF DIRECTORS	07/31/2016 Senate Pursuant to Senate Rule 3-9(b) / Referred to Assignments
HB4664	<u>Margo McDermid</u>	OPEN MEETINGS ACT-TRAINING	04/22/2016 House Rule 19(a) / Re-referred to Rules Committee
HB5041	<u>Brian W. Stewart</u>	PREVAIL WAGE-WAIVER-\$20,000	02/10/2016 House Referred to Rules Committee

<u>HB5578</u>	<u>Laura Fine</u>	EPA-COAL TAR BAN	04/08/2016 House Rule 19(a) / Re-referred to Rules Committee
<u>HB5683</u>	<u>Peter Breen</u> (<u>Chris Nybo</u>)	OPEN MEETINGS-CIVIL ACTION	08/05/2016 House Public Act 99-0714
<u>HB5791</u>	<u>Margo McDermed</u>	GRANT AWARD INTEREST DEPOSIT	02/11/2016 House Referred to Rules Committee
<u>HB5904</u>	<u>Will Guzzardi</u>	FOIA-PREVAILING PARTY: FEES	02/11/2016 House Referred to Rules Committee
<u>HB5908</u>	<u>Jaime M. Andrade, Jr.</u>	PARK DISTRICTS-VOLUNTEERS	04/08/2016 House Rule 19(a) / Re-referred to Rules Committee
<u>HB6040</u>	<u>Donald L. Moffitt</u>	CONCEALED CARRY-PARK&ATHLETIC	04/08/2016 House Rule 19(a) / Re-referred to Rules Committee
<u>HB6083</u> b	<u>Terri Bryant</u> (<u>Christine Radogno</u>)	FOIA & WRONGFUL DEATH ACT-INFO	07/19/2016 House Public Act 99-0587
<u>HB6147</u>	<u>Dwight Kay</u>	OPEN MEETING-PUBLIC BODY REQ	04/22/2016 House Rule 19(a) / Re-referred to Rules Committee
<u>HB6179</u>	<u>Sara Wojcicki Jimenez</u>	STATE MUSEUM-SITES-FEES	02/11/2016 House Referred to Rules Committee
<u>HB6355</u>	<u>Jim Durkin</u>	\$DNR FY17 OCE	02/19/2016 House Referred to Rules Committee
<u>SB0011</u>	<u>Kimberly A. Lightford</u> (<u>Arthur Turner</u>)	MIN WAGE-INCOME TAX CREDIT	02/09/2015 House Referred to Rules Committee
<u>SB0026</u> b	<u>John M. Sullivan</u> (<u>John Bradley</u>)	LOCAL GOVT-WEB NOTICE PUBLISH	04/28/2016 House Rule 19(a) / Re-referred to Rules Committee
<u>SB0274</u> b	<u>John J. Cullerton</u> (<u>Barbara Flynn Currie</u>)	FINANCE-TECH	09/04/2015 Senate Total Veto Stands
<u>SB0316</u> s	<u>John J. Cullerton</u>	GOVERNMENT-TECH	07/15/2015 Senate Third Reading - Lost; 032-000-022
<u>SB0508</u> b	<u>Dan Kotowski</u> (<u>Fred Crespo</u>)	TOURISM PROMOTION FUND	08/27/2015 Senate Public Act 99-0476
<u>SB0792</u> s	<u>Melinda Bush</u> (<u>Sue Scherer</u>)	PROP TX-TRUTH IN TAXATION	08/14/2015 Senate Public Act 99-0367
<u>SB0880</u>	<u>Ira I. Silverstein</u>	BODY-WORN CAMERA-POLICE	03/27/2015 Senate Rule 3-9(a) / Re-referred to Assignments
<u>SB1255</u>	<u>Mattie Hunter</u> (<u>La Shawn K. Ford</u>)	FOSTER YOUTH SUMMER INTERNSHIP	08/05/2015 Senate Public Act 99-0285
<u>SB1271</u>	<u>Pat McGuire</u> (<u>Lawrence Walsh, Jr.</u>)	SPECIAL DIST-CONTRACT BIDDING	09/24/2015 Senate Total Veto Stands
<u>SB1304</u> b	<u>Kwame Raoul</u> (<u>Elgie R. Sims, Jr.</u>)	CRIM PRO-REVERSAL REFUND	08/12/2015 Senate Public Act 99-0352
<u>SB1339</u> s	<u>Scott M. Bennett</u> (<u>Katherine Cloonen</u>)	OPEN MEETINGS-VIDEOS&AGENDAS	04/17/2015 House Referred to Rules Committee
<u>SB1521</u>	<u>Michael Noland</u>	COMMON INTEREST COMMUNITY ASSOC	03/27/2015 Senate Rule 3-9(a) / Re-referred to Assignments
<u>SB1638</u>	<u>Michael Connelly</u>	ELECTRONIC COMMUNICATN PROTECT	10/10/2015 Senate Pursuant to Senate Rule 3-9(b) / Referred to Assignments

TEAM BIOS

Patrick Carey
Vice President, State Government Relations
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Patrick Carey is a vice president in the Illinois state government relations group working out of the Chicago office. Patrick assist clients with legislative and policy related issues at the national, state and local levels with a special concentration in local government matters. He also possesses vast experience with economic development, regulatory and procurement related matters.

Prior to joining McGuireWoods Consulting, Patrick worked as a special assistant for Governmental and Legislative Affairs to Cook County Board President Toni Preckwinkle. In that position he directed President Preckwinkle's legislative agenda before the Cook County Board of Commissioners. Patrick also previously served as an assistant to Chicago Mayor Richard M. Daley and held other roles with the City of Chicago.

EDUCATION

- The University of Chicago, The Harris School of Public Policy Studies, Certificate of Civic Leadership, 2015
- The University of Chicago, BA, with Honors, 2006

AFFILIATIONS

- Member, Associate Board, Gilda's Club Chicago

**Michael P.
Cassidy Senior
Vice President**

State Government Relations

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Michael Cassidy is a Senior Vice President in the State Government Relations group working out of the Chicago, Springfield and Washington D.C. offices. In addition to his state government work, he is also partner of the National/Multistate Strategies team. Michael advises clients before Congress, the Illinois General Assembly and various local county and municipal governments. He provides counsel in regards to executive and legislative affairs, appropriations, regulation, procurement, coalition development, crisis communications, and media relations.

Prior to joining the firm, Michael worked as a senior member of Illinois House Speaker Michael J. Madigan's legislative staff. In that position, he coordinated legislative agendas, staffed committees, orchestrated roll calls and executed media relations for members of the House Democratic caucus.

Michael also possesses substantial campaign experience having served in various supervisory roles on municipal, county, state and statewide campaigns. Working for the Democratic Party of Illinois, he was responsible for the advancement of Democratic candidates through grassroots organizing, strategic fundraising, message development, field coordination, crisis management, direct mail campaigns and earned and paid media. Michael played a major role in the 2010 primary and general re-election of Illinois Governor Pat Quinn.

EDUCATION

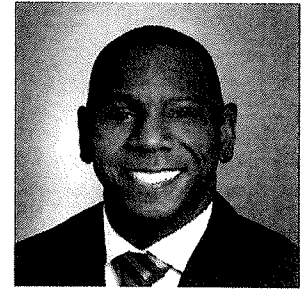
- DePaul University, B.A., Communication, 2001

PAST POSITIONS

- Legislative Staff senior member, Office of Speaker Michael Madigan, Illinois House of Representatives, 2003-09
- Public Affairs Consultant, The Haymarket Group, 2001-2003

Darren Collier
Senior Vice President
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Darren Collier joined McGuireWoods Consulting in the State Government Relations group in November 2007. Darren focuses his practice on federal, state and local government relations and markets and provides clients with legal expertise in all types of public finance projects. Darren is knowledgeable in the legislative process at all levels of government and has a wide array of relationships with key government decision makers.

Prior to joining MWC, he was most recently with Barnes & Thornburg's Chicago office where he provided government relations services to clients and had a legal practice in public finance. Darren has held positions with the Illinois Attorney General's Office and was assistant general counsel at the Illinois Housing Development Authority. He has also served as associate with the law firms of Schiff, Hardin & Waite and Ungaretti and Harris.

EDUCATION

- Indiana University, B.A., History and Political Science, 1989
- Capital University, Columbus, Ohio, J.D., 1994

PAST POSITIONS

- Of Counsel, Barnes & Thornburg LLP, 2004-07
- Deputy General Counsel & Director of Government Affairs, Illinois Housing Development Authority, 2000-04
- Associate, Schiff, Hardin & Waite, 1999-2000
- Associate, Ungaretti and Harris, 1997-99
- Special Assistant, Office of Illinois Attorney General, 1995-97

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John F. Dunn is a Senior Vice President and Director of the State Government Relations group in Illinois. He assists clients with national, state and local lobbying efforts in Chicago.

Prior to joining MWC, John served eight years in Chicago Mayor Richard M. Daley's office, most recently as the Director of Intergovernmental Affairs. Prior to that, he served as the director of the Mayor's Springfield legislative team.

As Director of Intergovernmental Affairs, John counseled Mayor Daley as a policy advisor on all legislative and political matters, and served as the liaison between the Mayor and federal, state and local elected officials. He worked on legislation enabling the O'Hare Airport expansion and public/private partnerships, including the Skyway, Midway Airport and parking meters.

Before working in the Mayor's office, he worked at AT&T as a senior attorney, and at the firms of Freeborn & Peters and Jenner & Block as a litigation associate. John also served four years in the United States Navy rising to the rank of lieutenant before leaving the service in 1989.

EDUCATION

- University of California, Hastings College of Law, J.D., 1992
- University of Notre Dame, B.A., 1985

PAST POSITIONS

- Director, Intergovernmental Affairs, City of Chicago Mayor's Office, 2005-2010
- Deputy Director, Intergovernmental Affairs, City of Chicago Mayor's Office, 2002-2005
- Senior Attorney, AT&T, 1998-2002
- Litigation Associate, Freeborn & Peters, 1995-98
- Litigation Associate, Jenner & Block, 1992-95
- Lieutenant, United States Navy, 1985-89

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Kent joined McGuireWoods Consulting in January 2013 as Vice President of State Government Relations and assists clients with legislative, appropriations, and regulatory needs. Prior to joining MWC, he served as the 52nd District State Representative in the Illinois House of Representatives. In that capacity, Kent served on the Revenue & Finance, Insurance, Armed Forces and Military Affairs, Small Business Empowerment & Workforce, and General Services Appropriations committees.

Before becoming a legislator, he was the Director of Appropriations for the Illinois House Republican caucus from 2001-2011. Kent has also served as the Deputy Director of Appropriations and as a Research Analyst for utility and healthcare committees.

Kent is a Governor-appointed Commissioner of the Budgeting for Results Commission, which is a statutorily created commission charged with reforming the Illinois budget making process. Kent was also chosen to be a member of the inaugural class of the Edgar Fellows Program.

EDUCATION

- Purdue University, B.A., Political Science, 1990

Thomas F. Londrigan, Jr.
Senior Vice President
State Government Relations

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Tom has been with McGuireWoods since 2005 and has represented clients before both the General Assembly and the Governor's Administration. He has been successful in passing legislation to enhance tax incentives for multiple industries. As part of his government practice, Tom has assisted many potential vendors of Illinois government agencies in navigating the complex procurement rules and regulations, the variety of ethics requirements and restrictions, and the State's procurement protest procedures.

Former acting general counsel to the Office of the Governor, Tom was responsible for managing several hundred administration attorneys and outside counsel in addressing legal issues presented before the state. Prior to that, Tom was the Governor's legislative counsel. In that capacity, he reviewed all legislation passed by the General Assembly for the Governor's signature and penned the veto messages on behalf of the Office of the Governor/

Tom managed his own civil litigation firm for seven years, worked for U.S. Sen. Richard J. Durbin when Senator Durbin was a member of the House of Representatives, and served as legal counsel to the Illinois Senate.

EDUCATION

- The University of Notre Dame Law School, Notre Dame, Indiana, J.D., 1992
- The Citadel, South Carolina, B.A., With Honors, 1989

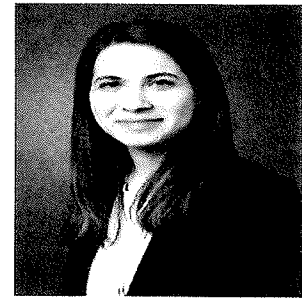
PAST POSITIONS

- Acting General Counsel, Office of the Governor, Chicago, Illinois, 2004-2005
- Chief Legal Counsel, Office of the Governor, Springfield, Illinois, 2003-2004
- Partner, Londrigan & Londrigan, Springfield, Illinois, 1995-2003
- Assistant Chief Counsel for Enforcement, U.S. Food and Drug Administration, Washington, D.C., 1993-1995
- Legislative Aide, Office of U.S. Congressman Richard Durbin, Washington, D.C., 1993
- Legal Counsel to Illinois State Senate Minority Leader, Springfield, Illinois, 1992-1993
- Associate Attorney, Sorling, Northrup, Hanna, Cullen, and Cochran, Springfield, Illinois, 1991-1992

Lara M. Mbayed
Assistant Vice President

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Lara is an assistant vice president with the Illinois state government relations group where she provides in-depth policy analysis and research for clients, and manages the office's legislative and bill tracking system.

Prior to joining McGuireWoods Consulting, Lara worked as a legislative liaison at the Illinois Department of Natural Resources. In that capacity, she assisted the executive staff with the formulation and execution of the Department's policy ideas through the state's legislative and administrative processes.

Her previous experience also includes working as a James H. Dunn Fellow in the Governor's Office of Legislative Affairs, which provided her with first-hand experience in the political process and allowed her to develop relationships with policymakers and government stakeholders.

EDUCATION

- DePaul University, B.A., Political Science, 2011

AFFILIATIONS

- Member, City Year Chicago Alumni Board
- Member, ChildServ Auxiliary Board